



Revision number: 4

Purchasing Agent: Debbie Gundersen  
(801) 538-3150

**Item: SATELLITE INTERNET SERVICE EQUIPMENT, INSTALLATION & MAINTENANCE**

Vendor: 94921A GROUND CONTROL  
825 BUCKLEY ROAD  
SAN LUIS OBISPO, CA 93401

Internet Homepage: [www.groundcontrol.com](http://www.groundcontrol.com)

Telephone: (800) 773-7168 ext. 412

Fax number: 805-783-4623

Contact: Jessica Farley

Email address: [j.farley@groundcontrol.com](mailto:j.farley@groundcontrol.com)

Brand/trade name:

Price: See Attached Price List  
Terms: Net 30  
Effective dates: 09/04/03 through 09/03/06  
Days required for delivery: 30 Days  
Price guarantee period: 1 Year  
Minimum order: None  
Min shipment without charges: F.O.B. Destination  
Other conditions: Potential renewal options through 09/03/08

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**NEW CONTACT INFORMATION AND NEW ITEMS ADDED**

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This Statewide contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. The Authorization Requirements and Procedure is detailed in the attachment to the contract. Order may be placed only after authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.

**AUTHORIZATION REQUIRED: DAS/ITS (DEPARTMENT OF ADMINISTRATIVE SERVICES, DIVISION OF INFORMATION TECHNOLOGY SERVICES) ADMINISTERS PURCHASES FROM THIS CONTRACT. STATE AGENCIES (EXECUTIVE BRANCH)**



MUST COORDINATE THEIR PURCHASE THROUGH DAS/ITS. STATE AGENCIES MAY CONTACT GARY EUBANKS AT (801) 538-3659 OR DAVID LEE AT (801) 537-9251 TO COORDINATE THEIR PURCHASE.

**HARDWARE:**

Fixed Satellite System COST: \$1,479.00

DW4020 System includes

- a. 4020 Gateway 5 port 10/100 HUB
- b. IRU modem
- c. ITU modem
- d. RFN Dish with mounting hardware
- e. E. Power supply with cable

The DW 4020, in combination with an antenna, provides satellite connectivity for multiple computers on a LAN. Because the product is a completely self-contained unit, it requires no external PC to host any functions. It performs many of the functions of a typical IP router, thereby eliminating the need for a separate external router. Touter functions performed by the unit include IP routing using RIPV1, RIPV2 or static IP addresses, DHCP Server (assignment of IP addresses on the local LAN), Network Address Translation (NAT), and Firewall using filters.

This product will support telnet, http, raw TCP sockets, and UDP packets in a manner that is completely transparent. This system will support multiple users and 45 concurrent TCP IP connections per site.

**HARDWARE:**

Mobile DataStorm Satellite System COST: \$2,995.00

The Mobile Satellite System provides for unlimited high speed broadband internet access anywhere in the contiguous United States. This system is capable of automatically pointing to the required satellite, but is also capable of manual operation. It has GPS location, heading and altitude in any weather utilizing a remotely operated control within the shelter of the mobile vehicle.

IG 2500 System includes

- a. Motosat Mobile mount
- b. DW4000 Satellite system
  - IRU modem
  - ITU modem
  - RFN Dish
  - Power supply with cable

Additional Networking Hardware for Portable Command Post  
Network Access Point

Ground Control has developed a Network Access Point (NAP) for the DIRECWAY Satellite platform. This gateway system



allows you to connect multiple computers on a standard network and has a built in 4 port switch.

Prices for multiple user(s)

Includes 5 seat software	COST: \$910.00
Includes 10 seat software	\$1,110.00
Includes 25 seat software	\$1,325.00

INSTALLATION cost fixed location	\$500/unit
INSTALLATION cost portable command post	\$1,000/unit

Hardware maintenance COST: Free 1 year from purchase.  
1 year warranty coverage on all parts and labor for both fixed and mobile systems. Unlimited 24 hour 7 day a week technical support and field repairs as authorized by manufacturer under warranty period.  
No extended warranty available on products. Unlimited 24 hour 7 day a week technical support included with monthly bandwidth.

BANDWIDTH: Includes 500 MB throughout reflecting the maximum download connection. 1 Static IP address per account is provided, and the bandwidth is billed monthly. The annual price for bandwidth is 12 x the monthly amount.

Mobile:

Monthly service cost up link data 30-90 kbps, downlink 400kbps-1.2 MG \$99.00 mo.

Monthly service cost up link data \*90-200 kbps, downlink 400 kbps-1.2 MG \$239.00 mo.  
(800 MG throughput)

\*This service package requires purchase of additional hardware. (Mobile only)  
Hardware IG 1500SA 4020 Gateway \$655.00 per unit

Fixed:

Monthly service cost up link data 30-90 kbps, downlink 400kbps-1.2 MG \$115.00 mo.

Monthly service cost up link data \* 90-200 kbps, downlink 400kbps-1.2 MG \$239.00 mo.  
(800MG throughput)

VPN software solution:

Ground Control knows that security is of major importance with any company. If you are on the public network, using a VPN is standard. When you wish to use a VPN over satellite, you will want to use IG-VPN from Ground Control which will eliminate performance issues related to VPN. This software based solution has all the content filtering, IP addressing, caching, spoofing, and firewall services included and is priced for server and client. Software



maintenance is priced annually.

IG-VPN Server 25 user License	COST: \$2,495.00
IG-VPN Single Client License	\$ 99.00
IG-VPN Maintenance Yearly Server	\$ 499.00
IG-VPN Maintenance Yearly Client	\$ 20.00

NEW ITEMS:

IG2500, MSS, 6000: MS (.74M) Mobile Mount, with Wireless Router and DW-6000 Modem.	\$2,995.00/each
Mobile Installation	\$ 800.00

Hardware:

Fixed Satellite System Cost:\$899.10

DW7000 System includes

- a. DW7000 modem with Ethernet port
- b. .98 m satellite internet dish
- c. tri-mast mounting hardware with cabling
  1. for non-penetrating roof mount or pole mount add \$200.00

The DW7000, in combination with an antenna, provides satellite connectivity for multiple computers on a LAN. The DW7000 broadband satellite router passes IP data packets to and from any IP device on the LAN and has much of the functionality of a typical IP router. System supports unicast and multicast IP traffic. The DW7000 implements Performance Enhancement Proxy (PEP) software to accelerate throughput performance by optimizing the TCP transmission over the satellite. Acts as a local router providing static and dynamic addressing, DHCP server or relay, DNS caching, full RIPV2 routing support, multicasts to the LAN by using IGMP, NAT/PAT, VLAN tagging and firewall support through integrated access control lists. This system supports at least 45 Mbps of multicast/streaming traffic or at least 4 Mbps of FTP traffic, or at least 2 Mbps of HTTP accelerated traffic or at least 10 Mbps of UDP traffic.

Installation:

For fixed satellite system Cost: \$495.00

Bandwidth:

Internet Access 100 (768-1024 kbps down/ 128-256 kbps up, 350 MB daily\*) \$99.00  
Internet Access 200 (1024-1544 kbps down/ 256-384 kbps up, 500 MB daily\*) \$159.00  
Internet Access 300 (1544-2048 kbps down/ 348-512 kbps up, 1250 MB daily\*) \$260.00

\*There is no additional charge for exceeding daily FAP

Hardware:

Fixed Satellite System Cost: \$1943.10

DW7700 System includes

- a. DW7700 modem with Ethernet port
- b. 1.2m satellite internet dish



c. non-penetrating roof mount and cabling (pole mount add \$100)

The DW7700 includes all the features of the DW7000. The DW7700 operates with all Direcway systems and uses the industry standards DVB-S and DVB-S2. As a result, the DW7700 can be configured to support a wide range of downstream data rates by selecting different modulation, symbol, and FEC coding rates. The downstream is scalable up to 90 Mbps and the upstream return channel is scalable up to 1.6 Mbps. The DW7700 provides an integrated broadband LAN solution to Windows, UNIX, Apple Macintosh and other platforms running IP over Ethernet. The integrated serial port with protocol processing to support SDLC, X.25, or XPAD (asynchronous data) protocols means the DW7700 can be used to support legacy applications such as Automatic Teller Machines or credit card devices.

Installation:

For fixed satellite system \$495.00

Bandwidth:

Internet Access 100 (768-1024 kbps down/ 128-256 kbps up, 350 MB daily\*) \$99.00

Internet Access 200 (1024-1544 kbps down/ 256-384 kbps up, 500 MB daily\*) \$159.00

Internet Access 300 (1544-2048 kbps down/ 348-512 kbps up, 1250 MB daily\*) \$260.00

Internet Access 400 (1800-2048 kbps down/ 512-1024 kbps up, 1250 MB daily\*) \$520.00

\*There is no additional charge for exceeding daily FAP

- Internet Access 400 can only be used by DW7700 modem with 1.2m dish

Hardware:

Mobile Magellan Satellite System Cost: \$3595.00

.74m Magellan MSS includes

- a. .74m satellite internet dish
- b. Ground Control mobile mount
- c. DW7000 modem with Ethernet port
- d. Control panel and cabling
- e. Linksys wireless router

The Magellan MSS provides for high speed broadband internet access anywhere in the contiguous United States. This system is auto-deploying and auto-stowing with a push of a button. The Magellan MSS does not require special training or software installed on a separate computer. The satellite modem has an Ethernet port allowing the system to be easily networked for multiple users.

Installation:

For .74 Magellan MSS Cost: \$1000.00

Bandwidth:

Internet Access 100 (768-1024 kbps down/ 128-256 kbps up, 350MB daily) \$99.00

Hardware:

Mobile Magellan Satellite System Cost: \$5999.00



.95m Magellan MSS includes

- a. .95m satellite internet dish
- b. Ground Control mobile mount
- c. DW7000 modem with Ethernet port
- d. Control panel and cabling
- e. Linksys wireless router

The Magellan MSS provides for high speed broadband internet access anywhere in the contiguous United States. This system is auto-deploying and auto-stowing with a push of a button. The Magellan MSS does not require special training or software installed on a separate computer. The satellite modem has an Ethernet port allowing the system to be easily networked for multiple users.

Installation:

For .95 Magellan MSS

Cost: \$1200.00

Bandwidth:

Internet Access 100 (768-1024 kbps down/ 128-256 kbps up, 350MB daily\*) \$99.00

Internet Access 200 (1024-1544 kbps down/ 256-384 kbps up, 500MB daily\*) \$159.00

Internet Access 300 (1544-2048 kbps down/ 384-512 kbps up, 1250MB daily\*) \$260.00

\*There is no additional charge for exceeding daily FAP

FINET COMMODITY CODE(S):

92518000000-COMMUNICATIONS